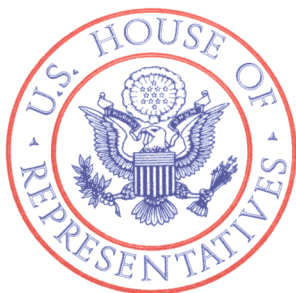


Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker
RADM Christopher E. Weaver
United States Navy

Thursday, May 29, 2003
7:30 am - 4:00 pm
Central Missouri State University
Warrensburg, MO
University Union Building
Room 234B

Parking available in Lot M

In Cooperation with:



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This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at Central Missouri State University (CMSU). The year 2003 marks the 15th edition of this event—a tradition aimed at enhancing economic development by improving access to information for Missouri's small business firms.

We are fortunate to have a distinguished group assembled at CMSU to facilitate small business development in the Show Me State. The list of representatives from both industry and government is indeed impressive. We are especially grateful to have with us two special representatives from the United States government. RADM Chris Weaver, USN, a native of Harrisonville, MO, will provide us with an outstanding keynote lunch speech, and Rear Admiral Bob Cowley, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential government contractors.

A computer terminal will also be available in the exhibit room to allow for Internet access.

All told, the 2003 conference is sure to be the best ever. Please join us at CMSU, and join me in giving a warm Missouri welcome to RADM Weaver and RADM Cowley.

Ike Skelton, M.C.

CONGRESSMAN IKE SKELTON

Congressman Skelton is the Ranking Democratic Member of the House Armed Services Committee and serves as a member of the Tactical Air and Land Forces Subcommittee, which is responsible for most Army and Air Force acquisition programs, all Navy and Marine Corps aviation programs, National Guard and Army and Air Force reserve modernization efforts, and ammunition programs. As a former member of the Small Business Committee, Mr. Skelton was chairman of the Subcommittee on Procurement, Tourism, and Rural Development.



Mr. Skelton, a native of Lexington, is a graduate of Wentworth Military Academy and the University of Missouri, where he earned A.B. and LL.B. degrees.

RADM CHRISTOPHER E. WEAVER COMMANDANT, NAVAL DISTRICT WASHINGTON

RADM Weaver, a native of Harrisonville, MO, currently serves as the 83rd Commandant of Naval District Washington, the oldest continuously-operated Navy installation in the nation. As Commandant, he is responsible for representing the Navy in negotiations and joint efforts with other military services and with federal, state, and local governments and other functions that may be assigned by the Chief of Naval Operations.



Admiral Weaver graduated from the U.S. Naval Academy in 1971. He holds a Bachelor of Science degree from the Naval Academy and a Master of Public Administration degree from the George Washington University. He is also a distinguished graduate of the Industrial College of the Armed Forces.

The Admiral was designated a Surface Warfare Officer in 1973. His sea tours include duty aboard USS MARVIN SHIELDS, USS CAPODANNO, USS BOULDER, and USS SAMUEL ELIOT MORISON. He has commanded, USS EXULTANT and USS SPRUANCE. Ashore, Admiral Weaver has served as an Assignment Officer in the Bureau of Naval Personnel, as Head of the Seamanship and Navigation Department at the U.S. Naval Academy, as Head of the Surface Combatant Branch of the Surface Warfare Division, and as the commander of U.S. Naval Station, Norfolk. Prior to assuming his current position, the Admiral served as Executive Officer to the Director for Logistics on The Joint Staff.

RADM ROBERT E. COWLEY, III SUPPLY CORPS, UNITED STATES NAVY

RADM Cowley is the Deputy Assistant Secretary of the Navy for Acquisition Management for the Assistant Secretary of the Navy (Research, Development, and Acquisition). In this position, he advises the Navy's Senior Acquisition Executive on business matters concerning Navy and Marine Corps major weapon systems programs and provides policy and oversight for the Navy's procurement system, which comprises over 600 activities conducting two million transactions annually worth more than \$40 billion. Admiral Cowley also serves as the Competition Advocate General of the Navy, ensuring that the Marine Corps and the Navy maximize competition.



Admiral Cowley earned his undergraduate degree from the University of Dallas at Irving and completed his Masters Degree at George Mason University. Additionally, he is a graduate of the Executive Program at the University of Michigan Business School.

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Agenda

- 7:30 Registration — Room 234B
Coffee and Donuts with Ike Skelton
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors/National Anthem Room 240
Whiteman AFB Color Guard
- 8:40 Welcome & Introduction of Rep. Ike Skelton
by Dr. Bobby Patton, President, CMSU
- 8:45 Comments
Rep. Ike Skelton, 4th District
- 9:00 Successful Government Contractor
Clarissa Douthit
YTC Services, Inc.
- 9:30 Government Procurement, Rm 237A and B
RADM Robert E. Cowley, III
USN Supply Corps
- 10:45 Exhibits Open
- 11:55 Exhibits Close
- 12:00 **Luncheon: Barbeque brisket with cole slaw,
steak fries, and cake**

Luncheon Speaker:
RADM Christopher E. Weaver
Commandant, Naval District Washington

1:00 - 3:00 Exhibits Open

TRACK I SBA Contracting Issues
1:00 - 2:25 HUBZones, PRO-Net, SDB
Certification

2:40-4:00 SBA Financial Assistance – Assess-
ing your SBA financing options, sur-
viving the loan application process,
and setting a financial plan of action

TRACK II: Base & Post Contracting Issues –

1:00 - 2:25 Paperless contracting, micro purchases (credit card), Central Contractor Registration (CCR), contractor past performance

2:40 - 4:00 REPEAT

TRACK III: Service Disabled Veteran-Owned, Small Business Program

1:00 - 2:25 National Veterans Business Development Corporation

2:40 - 4:00 REPEAT

TRACK IV: Writing Winning Proposals

1:00 - 2:25 How to write proposals that will lead to awards

2:40 - 4:00 REPEAT

TRACK V: Financing Your Business

1:00 - 2:25 How to finance your business from start-up through ongoing operation

2:40 - 4:00 CONTINUE

TRACK VI: How to Get a GSA Contract

1:00 - 2:25 Your window of opportunity to sell your products/services to the federal government and the military

2:40 - 4:00 CONTINUE

TRACK VII: Homeland Security

1:00 - 2:25 State of MO Office of Homeland Security/CMSU Criminal Justice/ Boone County Fire Protection District

2:40 - 4:00 REPEAT

TRACK VIII: Funding Your Business: Small Businesses

1:00 - 2:25 Innovation Research/Small Business Technology Transfer (SBIR/STTR)

2:40 - 4:00 REPEAT

TRACK IX: Disaster Recovery

1:00 - 2:25 Developing a plan for keeping records and computer files in case of a disaster.

2:40 - 4:00 CONTINUE

The following exhibitors exhibited at last year's conference. For this 2003 conference, 202 government buying offices and 306 contractors have been invited.

Government

Whiteman Air Force Base; CMSU Purchasing; Defense Logistics Agency, Ft. Belvoir; Defense Supply Center, Richmond; Department of Interior; Environmental Protection Agency; Fort Leavenworth; Fort Leonard Wood; General Services Administration; HQAMC/LGC, Scott AFB Marine Corps Regional Contracting Office; Metropolitan Community College; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business Development Centers; Small Business Administration; Social Security; US Army-TACOM; US Army Corps of Engineers; US Department of Ag; US Department of Commerce; US Department of State; US Department of Veterans Affairs; US Postal Service; VA Leavenworth

Contractors

Alliant Lake City Small Caliber Ammunition Co.; Black & Veatch; Centennial Contractors Enterprise, Inc.; Cessna Aircraft; Eagle-Picher Technologies; Government Employees Hospital Associates (GEHA); Go-Tec, Hawker Energy; High Temperature Repair (HRI); Haldex Brake Systems; Honeywell-USDOE; IBS Industries, Mid. Tec Corp of St. Louis; Mid Missouri Cellular; Northrup Grumman Corp.; Portable Flags; Ratheon Aircraft Co.; Rust Constructors; S3 Systems; Technical Legal Consulting; The ARK Enterprises; The Boeing Co.; The Rehabilitation Institute; TRA-LOR-MATE

Name: _____

Title: _____

Business Name: _____

Address: _____

City/State/Zip: _____

Telephone: () _____

E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$49 no later than May 22, 2003.

Please indicate breakout sessions you plan to attend:

Track I _____ Track II _____ Track III _____

Track IV _____ Track V _____ Track VI _____

Track VII _____ Track VIII _____ Track IX _____

You may register for the Rep. Ike Skelton conference by:

Mailing this form (or)

Going on-line at <http://web.missouri.edu/~mopac/pacevent.htm> or www.cmsu.edu/sbdc

Make check payable to Small Business Dev. Center.

Mail to:

Small Business Development Center

Central Missouri State University

Dockery Suite 102

Warrensburg, MO 64093-5275

Phone: (660) 543-4402

Fax: (660) 543-8159

Email: sbdc@cmsu1.cmsu.edu